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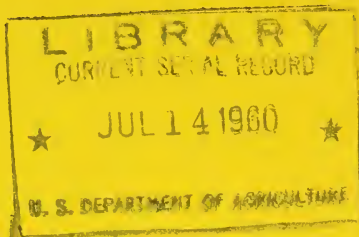
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# LIST OF

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Information 4  
Revised July 1960



# PUBLICATIONS

Compiled by R. A. Esposito  
Farmer Cooperative Service  
U. S. Department of Agriculture

UNITED STATES DEPARTMENT OF AGRICULTURE  
FARMER COOPERATIVE SERVICE  
WASHINGTON 25, D. C.

JOSEPH G. KNAPP, ADMINISTRATOR

*The Farmer Cooperative Service issues publications explaining the activities and aims of the farmer cooperatives of this country. These publications point out how farmers can make good use of marketing, farm supply, and farm business service cooperatives as well as report the results of research studies made by the Service. Unless otherwise noted, this circular lists the publications currently available from the -*

Information Division  
Farmer Cooperative Service  
U. S. Department of Agriculture  
Washington 25, D. C.

Revised July 1960

Information 4

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This Information 4 lists publications by series numbers, and by subject matter. For a description of each publication, its author, and year issued, see pages 13-71. Please use the numerical list on the following pages when ordering more than one publication.

## NUMERICAL LIST OF AVAILABLE PUBLICATIONS BY SERIES

If you order several publications, please mark this numerical list. Then tear out these perforated pages and send them in to have your order filled.

You may obtain from the Farmer Cooperative Service a limited number of copies of most of the publications listed. The Superintendent of Documents, United States Government Printing Office, Washington 25, D. C., sells Circulars, Bulletins, and Marketing Research Reports. If you want a larger amount of these three types of publications, you may buy them from that office. Check the right hand columns on pages 1-12 for the price of each publication. The Government Printing Office allows a discount of 25 percent if you purchase in quantities of 100 or more. When buying publications from the Government Printing Office please make your check payable to the Superintendent of Documents, and send the order directly to that office.

Miscellaneous Reports, General Reports, Reprints from the News, the Information Series and the Educational Aid Series are available without charge in limited quantities from Farmer Cooperative Service.

Publications Available from Farmer Cooperative Service  
 (Those for sale at Government Printing Office indicated  
 by price in right hand column)

G.P.O.  
 PRICE  
 CENTS

FCS Bulletins:

1.	Farmer cooperatives in the United States	\$1.25
	(Major revision of Bul. 54) (Not available free to high school students)	
	Bulletin Reprint 1 - Poultry and egg cooperatives vary widely (Not for sale)	-
	Bulletin Reprint 2 - Dairy cooperatives help find markets (Not for sale)	-
	Bulletin Reprint 3 - Farmers buy supplies cooperatively (Not for sale)	-
	Bulletin Reprint 4 - Cooperatives market many special crops (Not for sale)	-
	Bulletin Reprint 5 - Agricultural cooperation - pioneer to modern (Not for sale)	-
	Bulletin Reprint 6 - What is a co-op? (Not for sale)	-
*3.	Costs of pelleting feeds at selected cooperative feed mills	.15
*5.	Developing butterfat sampling and testing programs	.25
*6.	Pricing milk according to use	.25
*7.	Using gin machinery more effectively	.15
*8.	Livestock auctions in the Northeastern States	.25
*9.	Meeting seasonal problems of dairy cooperatives through education	.20
10.	Legal phases of farmer cooperatives (Not available free to high school students)	1.25
*11.	Distribution of fertilizer by cooperatives in the South	.40
*12.	Seasonal milk pricing plans	.25
13.	Manufacture of fertilizer by cooperatives in the South	.30

Asterisk (\*) indicates publications were prepared with funds furnished under the Agricultural Marketing Act of 1946 (RMA, Title II).



FCS Circulars:

1. Cooperative business training for farm youth	.20
*2. Feed bags -- kinds, costs and problems	.15
*3. Delivering feed in bulk	.15
*4. Fall premium milk pricing plans	.15
*5. Producing and merchandising sausage in small plants	.15
*6. Changing grain storage costs	.10
7. Western States Bean Cooperative - a joint sales agency	.15
*8. Progress in farm-to-plant bulk milk handling	.25
*9. Feeder calf sales in the Southeastern States	.20
*10. New country elevators - influence of size and volume on operating costs	.15
*11. Selecting a program for butterfat sampling	.15
*12. Cooperative alfalfa dehydrators - costs and operations	.20
13. Glades Livestock Market Association -- a Florida operation	.25
*14. Comparing bulk and can milk handling costs	.10
15. How women help their farmer co-ops	.20
*16. Ways to improve livestock auctions in the Northeast	.10
*17. Frozen food lockers -- highlights of a survey (Not for sale)	
18. Organizing a farmer cooperative	.20
19. Marketing rice cooperatively	.15
*20. Vending milk in small containers - by cooperatives and others	.15
21. Retirement plans of farmer cooperatives	.15
22. Making the most of your co-op annual meeting	.20
*23. Cooperative marketing of turkeys	.25
*24. Controlling open account credit in feed co-ops	.35

*25.	Fruit and vegetable bargaining cooperatives	.25
*26.	How manufacturing co-ops market Grade A milk	-
27.	The Sunkist Growers, Inc. - a California adventure in agricultural cooperation	-

Educational Aids (Not for sale):

1. Farmer cooperation ... an American way
  - Section A ... 4-H dramatization
  - Section B ... 4-H illustrated talks
  - Section C ... 4-H demonstrations
  - Section D ... YMW illustrated talk
  - Section E ... Illustrated talk ... the  
American private  
enterprise system
  - Section F ... Group demonstrations
  - Section G ... The business rights to  
Main Street under  
private enterprise
2. 4-H clubs and co-ops
3. Better living
4. Future farmers and co-ops

Educational Circulars:

1.	The story of farmers' cooperatives	.15
2.	Using your wool co-op	.10
3.	Guide for teaching farmer cooperation	.15
4.	Using your livestock co-op	.10
5.	Financing farmer cooperatives	.10
6.	Using your farm supply co-op	.10
7.	Using your fruit and vegetable co-op	.10
8.	Using your co-op elevator	.05
9.	Using your poultry and egg co-op	.10
10.	Forming farmer cooperatives	.10
11.	Sizing up your cooperative	.10
12.	Farmer cooperatives in our community	.20

13. Three principles of agricultural cooperation	.10
14. Using a local cooperative as source material for teaching	.10
15. Using your co-op cotton gin	.15
16. Using your rural credit union	.10

General Reports (Not for sale):

1. Recent Federal income tax changes affecting farmer cooperatives
3. Estimating the market value of a milk distributing business
4. Agricultural cooperation in Western Europe -  
Section A. Benelux countries. Section B. England, France, Italy, and Switzerland.  
Section C. Norway, Sweden and Denmark.
- \*7. Cooperative fertilizer transportation in the North Central States
- \*10. Butterfat sampling in bulk handling and comparative milk solids losses
- \*11. Problems of western cooperatives in obtaining and distributing fertilizer
12. Employee incentive plans in industry
13. Business research of regional farm supply co-ops
14. Selecting and electing directors of farmer cooperatives
17. Developing a group insurance plan for employees of cooperatives
20. Selling milk ... ideas for cooperative management
- \*21. Processing and marketing cottonseed cooperatively
- \*22. Bulk milk handling in 1955
24. Bulk distribution of fertilizer and lime in the Northeast
26. The work of State cooperative councils
27. Farmers' equities in their marketing and farm supply co-ops - 1954
29. Farmer meat-packing enterprises in the U. S.
30. How do members use a co-op paper?

32. Methods of financing farmer cooperatives
- \*33. Coordinated marketing for processed fruits and vegetables
34. Manufacturers' and topmakers' views on some wool marketing problems
35. Credit control in selected retail farm supply co-ops
- \*37. Inedible offal as a hog feed
38. Inventory management by selected retail farm supply co-ops - Area I - Michigan, Indiana, Ohio, Pennsylvania
39. Improving livestock marketing efficiency - A study of nine cooperative livestock markets in Ohio, Indiana, and Michigan
40. Research in agricultural cooperation - Problem areas -- Preliminary
41. Revolving fund method of financing farmer cooperatives
42. A bibliography of dissertations and theses on cooperatives, 1913-1957
43. Credit control in selected retail farm supply cooperatives - Area III - Wisconsin, Minnesota, North Dakota, South Dakota, and Northern Iowa
44. Integrated and related operations Central Carolina Farmers Exchange
45. United Cooperative Farmers, Inc. - A study in economic integration
46. Pay plans for co-op tank truck salesmen
47. Rural credit unions in Indiana
48. Statistics of farmers cooperatives, 1955-56
49. Credit unions in the United States
50. Inventory management by selected retail farm supply co-ops - Area III - Wisconsin, Minnesota, North Dakota, South Dakota, and Northern Iowa
51. Frozen food locker plants in the United States: Twenty-first annual count, January 1958
52. How cooperatives use credit agencies to meet patron's needs
53. Handbook on major regional cooperatives handling farm supplies, 1956 and 1957
- \*54. Multiunit containers--their significance in dairy cooperatives
- \*55. Effect of grades and weights on cottonseed margins of cooperative gins.

- \*56. Grade A milk marketing by manufacturing co-ops
- 57. Credit control in selected retail farm supply cooperatives, Area IV (Kansas, Nebraska, Missouri, Iowa, Illinois, and Southern Wisconsin)
- 58. Integrated petroleum operations through farmer cooperatives, 1950 and 1957
- \*59. Costs of marketing eggs and labor output of selected cooperatives, Part I, Northeast
- 60. Statistics of farmer cooperatives, 1956-57
- 61. Integrated operations ... Hamilton Farm Bureau Cooperative
- 62. Employee incentive plans in farmer cooperatives 1957
- \*63. Mobile feed milling by cooperatives in Michigan and Wisconsin
- \*64. Cooperative country elevators in Montana
- 65. Management training among farmer cooperatives
- 66. Inventory management by selected retail farm supply co-ops - Area IV - Kansas, Nebraska, Missouri, Iowa, and Illinois
- \*67. Pooling and other grower payment methods as used by local fruit, vegetable, and tree nut cooperatives
- 68. Frozen food locker plants in the United States. Twenty-second annual count, January 1959
- 69. Integrated dairy operations through farmer cooperatives
- 70. Inventory management by selected retail farm supply cooperatives. Area IV--New York, New Jersey, Virginia, North Carolina, and Georgia
- 71. Credit control in selected retail farm supply cooperatives. Area VI--New York, New Jersey, Virginia, West Virginia, North Carolina, and Georgia
- \*72. Cost of marketing eggs and labor output of selected cooperatives - Part II - North Central
- 73. Number of full-time employees of farmer cooperatives
- 74. Handbook on major regional cooperatives handling farm supplies, 1957-58
- \*75. Costs of handling eggs and labor output of selected cooperatives - Part III, Western States



76. Statistics of farmer cooperatives, 1957-58
- \*77. Milk receiving costs during shift from can to bulk
78. Bylaw provisions for selecting directors of major regional farmer cooperatives
79. Pendleton Grain Growers ... an integrated cooperative
80. La Coopérative Fédérée De Québec integrated and multipurpose operations
81. Membership practices of local cooperatives
82. Liquid nitrogen distribution: By local cooperatives in Nebraska and Kansas
83. Directors of regional farmer cooperatives -- selection, duties, qualifications, performance
84. Fresh fruit and vegetable marketing organizations in Northeastern and Central States

Information Series (Not for sale):

1. Getting your feed in bulk
2. Farmer cooperative films
4. List of FCS publications -- revised 1960
5. Purchasing cooperatives - An essential tool for the modern farmer
6. "Mr. Chairman"
7. Popular publications on farmer cooperatives
8. Farmer cooperatives and the community
9. Farmer co-op publications - List of magazines, newspapers, and newsletters
10. Planned public relations--in modern cooperative business
11. Some facts about fruit and vegetable bargaining co-ops
12. Suggested steps for improved member relations

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Marketing Research Reports

- |   |     |
|---|-----|
| 140. Transportation of rice in the South --<br>An economic survey | .35 |
|---|-----|

*184.	Costs of canning sweet corn in selected plants	-
*224.	Interstate trucking of fresh and frozen poultry under agricultural exemption	-
*247.	Losses of livestock in transit in midwestern and western States	-
*258.	Business management of frozen food locker and related plants	.65
*261.	Causes of losses in trucking livestock	.20
*313.	Merchandising frozen food by locker and freezer provisioning plants	.30
316.	Interstate trucking of frozen fruits and vegetables under agricultural exemption	-
*328.	Marketing adjustments made by the Texas citrus industry to freezes of 1949 and 1951	.25
*345.	Analysis of returns and practices of Florida fresh citrus sales organizations	.45
*346.	Handling conditions and practices causing bruises in cattle	.35
*386.	Baling cotton at gins - practices and costs, flat - standard - high density bales	.35

Other:

News for Farmer Cooperatives

(Subscription at Government Printing Office - \$2.00 a year, \$2.75 a year foreign - 20 cents for single copy)

Indexes to News for Farmer Cooperatives	.15
FAR 105, Agricultural trade with the cooperatives of Japan	.10
*Agriculture Handbook 163, Guide to Uniform Accounting for locker and freezer provisioners	-
*Utilization Research Report 1, 1955 Survey frozen food locker plants	.35

Rural Resource Leaflet 3, Co-ops have a place in rural community progress	-
Rural Resource Leaflet 8, The rural credit union - a place to save and borrow	-

Reprints from News for Farmer Cooperatives (Not for sale):

2. Directors drivewheel of cooperatives -  
Sections A and B
5. Membership publications tell co-op story
9. Ideas for making annual meetings effective
11. Public relations inevitable
23. Co-ops in other lands - Section B
52. Good management - key to co-op success
57. New ideas in public relations
69. Current look at co-op taxes
94. Co-ops have Federal income tax  
responsibilities
100. The work of Farmer Cooperative Service
103. Membership participation - what, how and why?
114. Following cooperative principles and law
115. Co-ops now rest on solid legal ground
123. Women and co-ops
128. Cooperative yardsticks
145. How farmers finance their cooperatives
149. Some reasons why farmer co-ops fail
150. Cooperatives and agricultural integration -  
Sections A, B, and C
152. Effective communications -- Core of co-op  
success
159. Rural credit unions - Section A
179. Annual reports - Perennial problems



The following publications originally issued by the Farm  
Credit Administration are now distributed by the  
Farmer Cooperative Service

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Bulletins:

28.	Accounting procedure for cooperative grain elevators	.25
39.	Cooperative creamery accounting	.35
56.	Operating costs of selected cooperative feed mills and distributors	.25
57.	Coordinating transportation improves marketing and purchasing for Minnesota cooperatives	.20
58.	Where and how much cash grain storage for Oklahoma farmers	.20
59.	Cooperative marketing of eggs and poultry in Ohio	.25
61.	Where and how much cash grain storage for North Dakota farmers	.20
62.	Cooperative marketing of potatoes in the United States	.25
65.	Decentralized marketing by Producers Livestock Cooperative Association, Columbus, Ohio	.35
66.	Factors affecting margins and costs in marketing Kansas grain	.20
67.	Costs and margins of cooperative cotton gins, 1947-48 and 1948-49	.25
68.	Where and how much cash grain storage for Indiana farmers	.20
69.	Farm-to-plant milk hauling practices of dairy cooperatives	.20
71.	Operating costs of selected frozen food locker cooperatives	.20

Circulars "C":

C-115.	Organization structure of farmers' elevators	.10
C-126.	Cooperative manufacture and distribution of fertilizer by small regional dry-mix plants	.20

C-136.	Butter pricing by Iowa Creameries	.15
C-138.	Citrus packing house costs in California	.10
C-140.	Patrons appraise cooperative relations	.20
C-142.	Food brokers appraise cooperative marketing practices	.10
C-144.	Grower attitudes toward marketing tobacco cooperatively	.15
C-148.	Operations of major regional purchasing co-ops, 1941-1952	.15
C-149.	Standards for tank truck servicemen	.15
C-152.	Measuring the marketability of meat-type hogs	.15

Miscellaneous Reports (Not for sale):

- 93. Floor plans for small cooperative dairy plants
- 101. Layout and operations of cooperative poultry  
dressing plants
- 106. Preparing Federal annual returns for tax  
exempt farmer cooperatives
- 123. Cooperation for rural health
- 128. Working manual for cooperative cottonseed  
oil mill operators
- 143. Coordinating the marketing of Florida citrus  
fruit
- 147. Plans and operations of farm and small  
commercial poultry dressing plants
- 151. Marketing practices of cooperatives processing  
canned and frozen fruits and vegetables
- 156. Recent Federal income tax changes affecting  
cooperatives
- 159. Production and sales records for milk  
distributing cooperatives
- 168. Motortruck inventory of farmer cooperatives,  
March 31, 1951

# COOPERATION IN GENERAL

## Miscellaneous

### LEGAL PHASES OF FARMER COOPERATIVES

By L. L. Hulbert - Revised by R. J. Mischler, 1957.  
Bulletin 10, 1957. 376. (Not available free to high school students.)

*Carries complete information on legal statutes and bibliography and other legal aspects of farmer co-operatives.*

### FARMER COOPERATIVES IN THE UNITED STATES

FCS Bulletin 1, 1955. 254 pp.

*Gives the status in 1955 of all types of agricultural cooperatives in the United States and also some historical background. Of particular interest to those wanting a general picture of farmer co-operation. A major revision of FCS Bulletin 54, Agricultural Cooperation in the United States. (Not available free to high school students.)*

*Bulletin Reprint 1 - Poultry and Egg Cooperatives Vary Widely.*

*Bulletin Reprint 2 - Dairy Cooperatives Help Find Markets.*

*Bulletin Reprint 3 - Farmers Buy Supplies Cooperatively.*

*Bulletin Reprint 4 - Cooperatives Market Many Special Crops.*

*Bulletin Reprint 5 - Agricultural Cooperation - Pioneer to Modern.*

*Bulletin Reprint 6 - What is a Co-op?*

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NOTE: This list is ordinarily revised about once a year. Therefore we have left a few blank lines at the end of subject sections. You can then insert brief notes on any new FCS publications you receive announcements of throughout the year if you want to keep this list up to date.

## WHAT IS A CO-OP?

Bulletin Reprint 6. 8 pp.

*A reprint from FCS Bulletin 1, "Farmer Cooperation in the United States." This reprint goes into what a cooperative is, what its principles and practices are, and what types exist.*

## AGRICULTURAL COOPERATION - PIONEER TO MODERN

Bulletin Reprint 5. 16 pp.

*A reprint from FCS Bulletin 1, "Farmer Cooperation in the United States." Gives the history of cooperatives in the United States from early times to the present.*

(Other Bulletin Reprints described under appropriate subject matter heads)

## THREE PRINCIPLES OF AGRICULTURAL COOPERATION

By W. W. Fetrow

Educational Circular 13, revised 1958.

*A discussion of certain underlying principles on the business set-up and operating methods of farmer cooperatives.*

## SIZING UP YOUR COOPERATIVE

Educational Circular 11, 1956. 13 pp.

*Outlines the principal factors which serve as co-op yardsticks.*

## THE STORY OF FARMERS' COOPERATIVES

Educational Circular 1, 1956. 30 pp.

*A popular history of farmer cooperatives in this country.*

## A BIBLIOGRAPHY OF DISSERTATIONS AND THESES ON COOPERATIVES

By Wendell M. McMillan

General Report 42, 1958. 50 pp.

*Lists unprinted doctoral dissertations and masters' theses on cooperatives on file in American colleges and universities, and contains an index.*

RESEARCH IN AGRICULTURAL COOPERATION - PROBLEM AREAS -  
PRELIMINARY (Reprint of Misc. Report 176, 1953)

General Report 40, 1958. 53 pp.

*Represents a broad consensus of needed research in agricultural cooperation. Its primary object is to point out specific problems to research workers.*

FARMER CO-OP PUBLICATIONS - LIST OF MAGAZINES,  
NEWSPAPERS AND NEWSLETTERS

Information 9, 1958. 98 pp.

*Presents an up-to-date list of membership and publications issued by farmer cooperatives.*

POPULAR PUBLICATIONS ON FARMER COOPERATIVES

Information 7, revised 1960. 20 pp.

*Lists the more general publications on farmer cooperatives. Includes 3 general types of publications -- those for teachers and cooperatives to use in educational work, those giving general information on farmer cooperatives and those relating particularly to member and public relations work of these associations.*

LIST OF FCS PUBLICATIONS

Information 4, revised 1960. 73 pp.

*Carries available publications by subject and in the front by number and series.*

FARMER COOPERATIVE FILMS

Information 2, 1956. 35 pp.

*Carries a current list of motion pictures available from farmer cooperatives, and State and national organizations serving farmer cooperatives.*

## SOME REASONS WHY FARMER CO-OPS FAIL

Reprint 149, 1958. 12 pp.

*Contains several articles from the News for Farmer Cooperatives on reasons for cooperative failures and ways to avoid such failures.*

## THE WORK OF THE FARMER COOPERATIVE SERVICE

By Joseph G. Knapp

Reprint 100, 1955. 12 pp.

*Explains what the Farmer Cooperative Service is, what it is expected to do, and how it carries out its job.*

## CO-OPS HAVE A PLACE IN RURAL COMMUNITY PROGRESS

Rural Resource Leaflet 3, 1958. 8 pp.

*One in a series designed to assist in the development of resources in rural areas through the more effective use of existing private and government activities.*

## BIBLIOGRAPHY ON COOPERATION IN AGRICULTURE

Supplement 1, U.S.D.A. Library List 41, 1954. 21 pp.

*This new list brings up to date from 1946 through 1953 the references on agricultural cooperatives in U. S. Department of Agriculture Library List 41 which is out of print.*



## Economic Integration

### FRESH FRUIT AND VEGETABLE MARKETING ORGANIZATIONS IN NORTHEASTERN AND CENTRAL STATES

By Martin A. Blum

General Report 84, 1960. 63 pp.

*Shows how 31 selected grower-owned and controlled marketing organizations near large urban areas solved marketing problems of producers.*

### LA COOPÉRATIVE FÉDÉRÉE DE QUÉBEC INTEGRATED AND MULTIPURPOSE OPERATIONS

By L. B. Mann

General Report 80, 1960. 24 pp.

*Case study shows how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses the impacts of integration on production practices, marketing methods, and contractual arrangements.*

### PENDLETON GRAIN GROWERS -- AN INTEGRATED COOPERATIVE

By Beryle Stanton

General Report 79, 1960. 64 pp.

*Reports on the integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.*

### INTEGRATED DAIRY OPERATIONS THROUGH FARMER COOPERATIVES

By Anne L. Gessner

General Report 69, 1959. 39 pp.

*Describes the types and extent of integrated dairy operations provided for farmers by their cooperatives.*

## INTEGRATED OPERATIONS...HAMILTON FARM BUREAU COOPERATIVE

By Martin A. Abrahamsen

General Report 61, 1959. 22 pp.

*Case study on the integration process as it has been developed by a local association. Discusses the impacts of integration on production practices and marketing methods that local cooperatives must recognize and deal with if they are to serve members effectively.*

## INTEGRATED PETROLEUM OPERATIONS THROUGH FARMER COOPERATIVES, 1950 AND 1957

By Anne L. Gessner and J. Warren Mather

General Report 58, 1959. 18 pp.

*Discusses the principal integrated functions in terms of retail and wholesale distribution, refining and manufacturing, crude oil production and purchasing, and transportation. Also summarizes data on cooperative petroleum operations and the extent of integration of such operations.*

## UNITED COOPERATIVE FARMERS, INC. - A STUDY IN ECONOMIC INTEGRATION

By John M. Bailey and Russell C. Engberg

General Report 45, 1958. 13 pp.

*Shows the success of United Cooperative Farmers in integrating its operations by adhering to fundamental principles.*

## INTEGRATED AND RELATED OPERATIONS OF CENTRAL CAROLINA FARMERS EXCHANGE

By Martin A. Abrahamsen and Russell C. Engberg

General Report 44, 1958. 31 pp.

*Includes a brief description of kinds of integration and covers the agricultural environment and highlights in operations of CCFE. Considers nature and extent of integrated farm enterprises, contractual arrangements used, and appraises future possibilities for and impacts of integration.*



## COOPERATIVES AND AGRICULTURAL INTEGRATION

### SECTIONS A, B, AND C.

By staff of FCS and others in the cooperative field.

Reprint 150, 1958 to date. 12 pages each.

*Series of articles appearing in the NEWS FOR FARMER COOPERATIVES on the impact of agricultural integration on farmers and their cooperatives. It also includes articles on how some co-ops have integrated operations.*

## Financing

### FINANCING FARMER COOPERATIVES

Educational Circular 5, revised 1957.

*Highlights ways farmer cooperatives obtain their capital and makes suggestions for sound operations.*

### REVOLVING FUND METHOD OF FINANCING FARMER COOPERATIVES

By Helim H. Hulbert, Nelda Griffin and Kelsey B. Gardner  
General Report 41, 1958. 60 pp.

*Explains the revolving fund method of financing and the use farmer cooperatives are making of it, based on a study of 1,157 marketing and farm supply co-operatives.*

### METHODS OF FINANCING FARMER COOPERATIVES

By Helim H. Hulbert, Nelda Griffin and Kelsey B. Gardner  
General Report 32, 1958. 56 pp.

*Presents results of a survey of nearly 1,200 farmer cooperatives on how they finance their operations. Also gives some national estimates projected from this survey.*

FARMERS' EQUITIES IN THEIR MARKETING  
AND FARM SUPPLY COOPERATIVES, 1954

By Nelda Griffin, Helim H. Hulbert and Kelsey B. Gardner  
General Report 27, 1956. 6 pp.

*Shows farmers had over \$1.8 billion invested in their marketing and farm supply co-ops in 1954, compared to \$1.3 billion in 1950. Also discusses the changes in equity capital by the type of association.*

WHAT ABOUT COOPERATIVE FINANCING?

News for Farmer Cooperatives, April 1959. 20 pp.

*This special issue of the magazine highlights challenges confronting farmers in financing cooperatives -- covers broad problems and general practices and then gives some specific examples of new methods.*

HOW FARMERS FINANCE THEIR COOPERATIVES

Reprint 145, 1958. 8 pp.

*Includes four articles from the News for Farmer Cooperatives, highlighting some of the findings on financing methods and accompanying problems of farmer cooperatives.*

## History and Statistics

STATISTICS OF FARMER COOPERATIVES, 1957-58

By Anne L. Gessner

General Report 76, 1960. 84 pp.

*Gives number, volume of business, and memberships of marketing, farm supply, and service cooperatives of farmers in the United States. Also breaks down the information by States and types of commodities handled.*

## STATISTICS OF FARMER COOPERATIVES, 1956-57

By Anne L. Gessner

General Report 60, 1959. 84 pp.

*Gives number, volume of business, and memberships of marketing, farm supply, and service cooperatives of farmers in the United States. Also breaks down the information by States and types of commodities handled.*

## STATISTICS OF FARMER COOPERATIVES, 1955-56

By Anne L. Gessner

General Report 48, 1958. 73 pp.

*Gives number, volume of business, and memberships of marketing, farm supply and service cooperatives of farmers in the United States. Also breaks down this information by commodities.*

## Organizing

### ORGANIZING A FARMER COOPERATIVE

Circular 18, revised 1956. 39 pp.

*Discusses steps to be taken in organizing a farmer cooperative, including sample forms to be used at various stages.*

### FORMING FARMER COOPERATIVES

Educational Circular 10, revised 1956. 12 pp.

*For interested producers, technical advisers, teachers, and students of agricultural cooperation.*

## Taxation

### RECENT FEDERAL INCOME TAX CHANGES AFFECTING FARMER COOPERATIVES

By George J. Waas

General Report 1, 1954. 18 pp.

*Explains amendments of May 29, 1953, to Internal Revenue Service regulations and takes place of Supplement No. 2 to Miscellaneous Report 156.*

### RECENT FEDERAL INCOME TAX CHANGES AFFECTING COOPERATIVES

By George J. Waas

Miscellaneous Report 156, 1951. 14 pp.

*Explains changes in Federal income tax laws and regulations, with Supplement 1.*

### PREPARING FEDERAL ANNUAL RETURNS FOR TAX-EXEMPT FARMERS' COOPERATIVES

Miscellaneous Report 106, 1947. 34 pp.

### REPRINTS - NEWS FOR FARMER COOPERATIVES

- 69 - Current Look at Co-op Taxes
- 94 - Co-ops Have Federal Income Tax Responsibilities
- 114 - Following Cooperative Principles and Law
- 115 - Co-ops Now Rest on Solid Legal Ground

## News for Farmer Cooperatives

### FARMERS AND THEIR COOPERATIVES LOOK TO THE SIXTIES

News for Farmer Cooperatives, January 1960. 32 pp.

*Presents articles on where cooperatives are today and takes a long look into the next decade...considering problems and potentials.*

### GEARING COOPERATIVES TO SERVE MODERN AGRICULTURE AIC ISSUE

News for Farmer Cooperatives, October 1959. 28 pp.

*Highlights the hundreds of talks and events that took place during the 31st annual meeting of the American Institute of Cooperation.*

### WHAT ABOUT COOPERATIVE FINANCING?

News for Farmer Cooperatives, April 1959. 20 pp.

*This special issue of the magazine highlights challenges confronting farmers in financing cooperatives -- covers broad problems and general practices and then gives some specific examples of new methods.*

### EFFECTIVE COMMUNICATIONS - CORE OF CO-OP SUCCESS

News for Farmer Cooperatives, April 1958. 28 pp.

*Briefly covers 25-year history of publishing the News, lays the framework for the communications theme of the 25th anniversary year of the News. Also contains some history on communications, and includes articles highlighting ways farmer cooperatives are handling the job of changing communications.*

### 25 YEARS OF KEEPING CO-OP GUIDEPOSTS UP-TO-DATE

News for Farmer Cooperatives, January 1952. 16 pp.

*Discusses the services and research of the Cooperative Research and Service Division, now the Farmer Cooperative Service.*

## HALF CENTURY OF CO-OP GROWTH, A

News for Farmer Cooperatives, January 1951. 28 pp.

*Reviews the progress made by farmer cooperatives in the first 50 years of the 20th century.*

## INDEXES - NEWS FOR FARMER COOPERATIVES

Volumes 8-16. April 1941-March 1950. 34 pp.

Volume 17, 18, 19, 20, 21, 22, 23, 24, 25, 26.

*Indexes of articles in NEWS FOR FARMER COOPERATIVES. Of interest to persons having permanent files of this periodical.*

## MANAGEMENT SERVICES

### Member and Public Relations

#### Communications

#### ANNUAL REPORTS - PERENNIAL PROBLEMS

Reprint 179, 1959. 15 pp.

*Six reprints of articles from the News for Farmer Cooperatives by the staff and others on the problems of producing an effective annual report.*

#### CHANGING PROBLEMS AND TECHNIQUES (In Communications)

Reprint 152, 1958. 4 pp.

*Reprint of a story appearing in the April 1958 News for Farmer Cooperatives.*



## MEMBERSHIP PUBLICATIONS TELL CO-OP STORY

Reprint 5, 1951. 20 pp.

*Reprints of a number of articles taken from NEWS FOR FARMER COOPERATIVES on the subject of membership relations.*

## EFFECTIVE COMMUNICATIONS - CORE OF CO-OP SUCCESS

News for Farmer Cooperatives, April 1958. 28 pp.

*Briefly covers 25-year history of publishing the News, lays the framework for the communications theme of the 25th anniversary year of the News. Also contains some history on communications, and includes articles highlighting ways farmer cooperatives are handling the job of changing communications.*

## HOW DO MEMBERS USE A CO-OP PAPER?

By Job K. Savage

General Report 30, 1957. 48 pp.

*Presents the results of a survey on effectiveness of a cooperative membership publication as determined by readership and its impact on patrons.*

## Management

### DIRECTORS OF REGIONAL FARMER COOPERATIVES -- SELECTION, DUTIES. QUALIFICATIONS, PERFORMANCE

By David Volkin, Nelda Griffin, and Helim H. Hulbert

General Report 83, 1960. 40 pp.

*Describes directors' duties and responsibilities; discusses their experience, training, and compensation; and compares managers' and directors' performance ratings of the boards. Based on questionnaire completed by managers and a sample of directors of 112 regional cooperatives.*

BYLAW PROVISIONS FOR SELECTING DIRECTORS OF  
MAJOR REGIONAL FARMER COOPERATIVES

By Helim H. Hulbert, David Volkin, and Nelda Griffin  
General Report 78, 1960. 40 pp.

*Describes and also gives some examples of bylaw provisions used by 107 different cooperatives on the selection, qualification, and election of directors.*

NUMBER OF FULL-TIME EMPLOYEES OF FARMER COOPERATIVES

By Nelda Griffin  
General Report 73, 1960. 21 pp.

*Presents 1957 national estimates of full-time employees in 9,827 farmer marketing, farm supply, and related service cooperatives in the United States.*

MANAGEMENT TRAINING AMONG FARMER COOPERATIVES

By David Volkin and Nelda Griffin  
General Report 65, 1959. 92 pp.

*An inventory and appraisal of training programs of marketing and farm supply cooperatives in the United States. Shows types of training, types of officials receiving training, agencies sponsoring training, areas of training received and needed, and sources of training material.*

EMPLOYEE INCENTIVE PLANS IN FARMER COOPERATIVES, 1957

By Nelda Griffin  
General Report 62, 1959. 40 pp.

*Provides information based on returns from 4,500 farmer cooperatives on types of employee incentive plans used, types and number of cooperatives using these plans, what employees are covered, and types of plans discontinued.*



SELECTING AND ELECTING DIRECTORS OF FARMERS' COOPERATIVES

By Nelda Griffin, H. N. Weigandt, K. B. Gardner

General Report 14, 1955. 33 pp.

*Gives results of a survey of farmer cooperatives on methods of selecting nominees for membership of boards of directors, election of directors, term of office, size of board, frequency of meetings, and compensation of directors.*

EMPLOYEE INCENTIVE PLANS IN INDUSTRY

By Nelda Griffin

General Report 12, 1955. 42 pp.

*Summarizes information available on incentive payment plans in various kinds of businesses outside of the cooperative field.*

GOOD MANAGEMENT KEY TO CO-OP SUCCESS

Reprint 52, 1953. 24 pp.

*Includes several articles reprinted from the NEWS FOR FARMER COOPERATIVES dealing with the importance of good management.*

DIRECTORS DRIVEWHEEL OF COOPERATIVES

Reprint 2, Section A, 1951. 28 pp.

*Brings together in one place a number of articles published in recent years in NEWS FOR FARMER CO-OPERATIVES on jobs, duties, and problems of directors.*

Reprint 2, Section B. 1957. 19 pp.

*Carries more recent articles appearing in the NEWS FOR FARMER COOPERATIVES describing the jobs, duties and problems of a director.*

## Meetings

### MAKING THE MOST OF YOUR CO-OP ANNUAL MEETING

By Oscar R. LeBeau and French M. Hyre

Circular 22, 1957.

*Suggests ways for getting attendance and holding more effective meetings.*

### MR. CHAIRMAN

Information 6, 1957. 12 pp.

*Reprint from the NEWS FOR FARMER COOPERATIVES on parliamentary law, order of business, and what constitutes a quorum at a meeting.*

### FORMULAS FOR ANNUAL MEETINGS

News for Farmer Cooperatives, July 1953. 16 pp.

*Several farmer cooperatives provided these articles from the NEWS on how to conduct effective meetings.*

### IDEAS FOR MAKING ANNUAL MEETINGS EFFECTIVE

Reprint 9, 1951. 20 pp.

*Contains reprints of articles from NEWS FOR FARMER COOPERATIVES on how to improve annual meetings.*

## Member Participation

### HOW WOMEN HELP THEIR FARMER CO-OPS

By John H. Heckman and Oscar R. LeBeau

Circular 15, 1957. 43 pp.

*Describes in some detail how five cooperatives run effective programs for women in their cooperatives. Also offers a general review of women's programs among cooperatives.*

## MEMBERSHIP PRACTICES OF LOCAL COOPERATIVES

By Oscar R. LeBeau

General Report 81, 1960. 26 pp.

*Discusses a variety of devices and practices that local farm supply and marketing cooperatives find useful in maintaining good member relations. Based primarily on information supplied by 331 representative cooperatives.*

## SUGGESTED STEPS FOR IMPROVED MEMBER RELATIONS

By Oscar R. LeBeau

Information 12, 1960. 4 pp.

*Reprint of an article from the NEWS FOR FARMER CO-OPERATIVES on 15 ways to improve member relations in farmer cooperatives.*

## WOMEN AND CO-OPS

Reprint 123, 1956. 16 pp.

*A collection of articles from the NEWS FOR FARMER COOPERATIVES describing how women in various sections of the country aid their farmer cooperatives.*

## MEMBER PARTICIPATION ... WHAT, HOW AND WHY?

Reprint 103, 1955. 8 pp.

*Includes three articles from the NEWS FOR FARMER CO-OPERATIVES entitled "What Does Participation Mean?", "How Can We Get More Member Participation?", and "What Makes a Satisfied Co-op Member?"*

## Public Relations

### PATRONS APPRAISE COOPERATIVE RELATIONS

By Oscar R. LeBeau

Circular C-140, 1951. 46 pp.

*Gives results of a case study of one cooperative on effective ways to maintain good relations with members and the public.*

### THE WORK OF STATE COOPERATIVE COUNCILS

By John H. Heckman and Jane L. Searce

General Report 26, 1956. 75 pp.

*Discusses growth of the State Councils and some of their achievements.*

### PLANNED PUBLIC RELATIONS IN MODERN COOPERATIVE BUSINESS

By Martin A. Abrahamsen

Information 10, 1959. 28 pp.

*Discusses the framework for public relations among farmer cooperatives. Examines basic fundamentals of public relations and the various publics cooperatives deal with.*

### FARMER CO-OPS AND THE COMMUNITY

By John H. Heckman

Information 8, 1958. 12 pp.

*Gives some general ideas on how farmer cooperatives can present a fair and positive picture of their operations to the general public, outlining in broad terms some of the situations cooperatives face and what they may do about them, pinpointing attitudes of some groups in the community and then highlighting ways to work with these groups.*

## NEW IDEAS ON PUBLIC RELATIONS

Reprint 57, 1953. 20 pp.

*Furnishes more recent articles on education and public relations activities, picked up from the NEWS FOR FARMER COOPERATIVES, to supplement Reprint 11.*

## PUBLIC RELATIONS INEVITABLE

Reprint 11, 1951. 32 pp.

*This 32-page reprint contains many articles published in NEWS FOR FARMER COOPERATIVES in recent years on education and public relations vital to cooperative operation.*

## Youth

### COOPERATIVE BUSINESS TRAINING FOR FARM YOUTH

By Oscar R. LeBeau and John H. Heckman

Circular 1, 1953. 54 pp.

*Sets forth general ways in which local cooperatives and youth leaders can help to provide training in farmer cooperatives for rural youth.*

### FUTURE FARMERS AND CO-OPS

Educational Aid 4, 1957. Reprinted from NEWS FOR FARMER COOPERATIVES. 50 pp.

*These articles describe youth activities in cooperation sponsored by cooperatives, 4-H clubs, vocational agriculture classes, and others.*

## BETTER LIVING

Educational Aid 3, 1955. 30 pp.

*Circular adapted from a series of colored slides and suggested lecture notes in cooperation with Pennsylvania Association of Farmer Cooperatives and the American Institute of Cooperation to explain to FFA members the place of farmer cooperatives in our American free enterprise system.*

## 4-H CLUBS AND CO-OPS

Educational Aid 2, 1955. 16 pp.

*Reprint of articles appearing in NEWS FOR FARMER CO-OPERATIVES on 4-H clubs and their activities.*

## FARMER COOPERATION ... AN AMERICAN WAY

Educational Aids 1-A, 1-B, 1-C, 1-D, 1-E, 1-F, and 1-G, 1955 and 1956, 4 to 11 pp. each

*Give suggested demonstrations and illustrated lectures for use by leaders of 4-H clubs and young men and women's groups.*

## USING A LOCAL COOPERATIVE AS SOURCE MATERIAL FOR TEACHING

Educational Circular 14, revised 1958

*For county agents, vocational agriculture teachers, and others giving instruction in farmer cooperatives.*

## FARMER COOPERATIVES IN OUR COMMUNITY

By A. W. McKay

Educational Circular 12, 1956. 40 pp.

*An outline for classes and discussion groups describing the way farmer cooperatives have developed in a typical rural community.*



## GUIDE FOR TEACHING FARMER COOPERATION

By John H. Heckman

Educational Circular 3, 1955. 36 pp.

*Provides subject matter for vocational agriculture instructors to use in teaching about farmer cooperatives.*

## Cooperatives in Other Countries

### AGRICULTURAL TRADE WITH THE COOPERATIVES OF JAPAN

By John H. Heckman

FAR-105, 1957. 12 pp.

*Surveys agricultural cooperatives in foreign countries as outlets for United States agricultural products, especially those in surplus supply. In many countries, the cooperatives are among the leading buyers of agricultural products from this country.*

### AGRICULTURAL COOPERATION IN WESTERN EUROPE

By John H. Heckman and Anna E. Wheeler

General Report 4.

SECTION A - THE BENELUX COUNTRIES, 1954. 60 pp.

*First in a series of reports on cooperatives in Western Europe, Section A covers information on agricultural cooperatives in Belgium, the Netherlands, and Luxembourg.*

## AGRICULTURAL COOPERATION IN WESTERN EUROPE (Continued)

SECTION B - ENGLAND, FRANCE, ITALY, AND SWITZERLAND, 1955. 125 pp.

*Second in a series of reports on cooperatives in Western Europe, Section B gives information on agricultural cooperation in England, France, Italy, and Switzerland.*

SECTION C - NORWAY, SWEDEN AND DENMARK, 1955. 85 pp.

*Last in this series of reports on cooperatives in Western Europe, Section C discusses agricultural cooperation in Norway, Sweden and Denmark.*

## CO-OPS IN OTHER LANDS

Reprint 23, Section B, 1958. 40 pp.

*A series of articles appearing in NEWS FOR FARMER CO-OPERATIVES on cooperatives in other lands.*

## Transportation

### COORDINATING TRANSPORTATION IMPROVES MARKETING AND PURCHASING FOR MINNESOTA COOPERATIVES

By Robert J. Byrne

Bulletin 57, 1950. 64 pp.

*Shows how a coordinated transportation set-up among Minnesota cooperatives gives them better and more economical service for their marketing and purchasing.*

### COOPERATIVE FERTILIZER TRANSPORTATION IN THE NORTH CENTRAL STATES

By Claude L. Scroggs and Robert J. Byrne

General Report 7, 1954. 23 pp.

*Graphically presents transportation costs and other data to help farmers develop a more efficient cooperative fertilizer distribution service in the area.*

HANDLING CONDITIONS AND PRACTICES  
CAUSING BRUISES IN CATTLE

By Joseph E. Rickenbacker

Marketing Research Report 346, 1959. 52 pp.

*Appraises one of the major problems of the livestock and meat industry. Analyzes bruise tests, bruise losses, causes of bruises, and some implications of the survey.*

INTERSTATE TRUCKING OF FROZEN FRUITS AND  
VEGETABLES UNDER AGRICULTURAL EXEMPTION

By James R. Snitzler and Robert J. Byrne

Marketing Research Report 316, 1959. 88 pp.

*Discusses volume of shipments, market analysis, processors' opinions on use of rail and truck transportation, rail and truck freight rates, and motor carrier cargo insurance and equipment.*

CAUSES OF LOSSES IN TRUCKING LIVESTOCK

By Joseph E. Rickenbacker

Marketing Research Report 261, 1958. 21 pp.

*Covers in some detail the results of observations of "loss-associated" conditions--overcrowding, light and shifting loads, improper bedding, lack of partitioning, horned animals in loads, end gates with open angle irons and certain handling abuses, which are some of the major reasons of livestock losses in transit.*

LOSSES OF LIVESTOCK IN TRANSIT IN  
MIDWESTERN AND WESTERN STATES

By Joseph E. Rickenbacker

Marketing Research Report 247, 1958. 40 pp.

*Provides an estimate of the losses and analyzes some transportation factors which affect the loss rates in shipping livestock.*

INTERSTATE TRUCKING OF FRESH AND FROZEN  
POULTRY UNDER AGRICULTURAL EXEMPTION

By James R. Snitzler and Robert J. Byrne  
Marketing Research Report 224, 1958. 88 pp.

*Discusses volume of shipments, market analysis, processors' opinions on use of truck transportation, motor carrier freight rates, and motor carrier cargo insurance and equipment.*

TRANSPORTATION OF RICE IN THE SOUTH -- AN ECONOMIC SURVEY

By Ezekiel Limmer and Robert J. Byrne  
Marketing Research Report 140, 1956. 51 pp.

*Furnishes information about rice transportation useful to the rice industry, the various carriers and the general public.*

MOTORTRUCK INVENTORY OF FARMER COOPERATIVES, MARCH 31, 1951

By Robert J. Byrne and Leonard N. Conyers  
Miscellaneous Report 168, 1952. 20 pp.

*Gives results of a survey on the number, types, and distribution of motor trucks owned or leased by farmer marketing and purchasing cooperatives.*

# COOPERATIVE MARKETING

## Cotton and Cottonseed

### COSTS AND MARGINS OF COOPERATIVE COTTON GINS 1948-49 AND 1947-48

By Otis T. Weaver and Ward W. Fetrow  
Bulletin 67, 1951. 87 pp.

*Analyzes factors affecting costs and margins of 200 cooperative cotton gins in eight cotton areas, representing 89 cotton producing counties in seven States from Alabama to California.*

### USING GIN MACHINERY MORE EFFECTIVELY

By Otis T. Weaver and Daniel M. McVey  
Bulletin 7, 1955. 36 pp.

*Analyzes relative efficiency of various methods of gin operations and gives major causes of lost time, volume, and revenue during peak ginning season for 23 Texas gins.*

### USING YOUR CO-OP COTTON GIN

Educational Circular 15, 1959. 18 pp.

*For county agents, extension workers, vocational agriculture teachers, students, and others.*

### EFFECT OF GRADES AND WEIGHTS ON COTTONSEED MARGINS OF COOPERATIVE GINS

By William C. Bowser, Jr.  
General Report 55, 1959. 27 pp.

*Shows how grading and weighing cottonseed by oil mills can affect the price the ginner receives for the seed. Also discusses grades, weights, and margins and compares practices in parts of Texas, Oklahoma, Arkansas, and Alabama.*

## PROCESSING AND MARKETING COTTONSEED COOPERATIVELY

By W. W. Fetrow, Daniel M. McVey and Jane L. Searce  
General Report 21, 1956. 76 pp.

*Gives in some detail information on the organization, services, operating methods, and policies of cooperative cottonseed oil mills.*

## BALING COTTON AT GINS - PRACTICES AND COSTS, FLAT - STANDARD - HIGH DENSITY BALES

By John D. Campbell

Marketing Research Report 386, 1960. 48 pp.

*Reports on the performance and cost of flat, standard density, and high density cotton gin bale presses and bales. Prepared jointly by Agriculture Marketing Service and Farmer Cooperative Service.*

## WORKING MANUAL FOR COOPERATIVE COTTONSEED OIL MILL OPERATORS

By Daniel M. McVey and Jane L. Searce

Miscellaneous Report 128, 1949. 48 pp.

*Manual for managers, directors, and other officials of cooperative cottonseed oil mills. Gives information on yield, production, seasonal marketing, crushings consumption, and quantity and prices for cottonseed products. Also gives similar information of fats and oils and general economic situation.*



## Dairy Products

### FARM-TO-PLANT MILK HAULING PRACTICES OF DAIRY COOPERATIVES

By Joseph M. Cowden

Bulletin 69, 1952. 63 pp.

*Discusses milk hauling practices of a selected group of cooperatives.*

### COOPERATIVE CREAMERY ACCOUNTING

By D. D. Brubaker

Bulletin 39, 1939. 99 pp.

*Description of accounting problems and procedures, both financial and product, during organization and operation of local cooperative creameries. Suggested forms and sample entries illustrate the procedure for each operation, including the preparation of summary statements and annual reports.*

### SEASONAL MILK PRICING PLANS

By Stanley F. Krause

Bulletin 12, 1958.

*Describes plans used to even out deliveries -- base-excess plans, fall premium plans, seasonal variations in class prices, and seasonal incentive of other price provisions.*

### MEETING SEASONAL PROBLEM OF DAIRY COOPERATIVES THROUGH EDUCATION

By Stanley F. Krause

Bulletin 9, 1956. 42 pp.

*Discusses the educational approach to the problem of leveling out seasonally the volume of milk delivered from farms. Useful in suggesting ideas for effective methods of informing members.*

## PRICING MILK ACCORDING TO USE

By Stanley F. Krause

Bulletin 6, 1955. 50 pp.

*Discusses objectives of class pricing, bases for grouping products, and number of classes necessary. Also reviews some marketing problems and special implications of class pricing for cooperatives.*

## DEVELOPING BUTTERFAT SAMPLING AND TESTING PROGRAMS

By Homer J. Preston

Bulletin 5, 1954. 52 pp.

*Describes variation in butterfat tests of individual producers to help cooperatives select the best sampling program at a minimum cost.*

## DAIRY COOPERATIVES HELP FIND MARKETS

By Donald E. Hirsch

Bulletin Reprint 2, 1956. 14 pp.

*A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Gives history, current status, and trends among dairy cooperatives.*

## HOW MANUFACTURING CO-OPS MARKET GRADE A MILK

By Donald R. Davidson

FCS Circular 26, 1960.

*Surveys 124 dairy manufacturing cooperatives in Minnesota, Wisconsin, and Iowa marketing fluid milk, and shows the advantages and disadvantages of adding a Grade A operation. Includes detailed analyses of three selected concerns.*

## COMPARING BULK AND CAN MILK HAULING COSTS

By Joseph M. Cowden

Circular 14, 1956. 13 pp.

*Reports results of cost comparisons between can and bulk milk hauling operations of two midwestern cooperatives. Also estimates significance to producers of potential cuts in hauling costs.*

## SELECTING A PROGRAM FOR BUTTERFAT SAMPLING

By Homer J. Preston

Circular 11, 1956. 18 pp.

*Condenses conclusions derived from a more detailed study on butterfat sampling and testing programs and is pointed to the less technical audience.*

## PROGRESS IN FARM-TO-PLANT BULK MILK HANDLING

By Noel Stocker

Circular 8, 1954. 53 pp.

*Reports on extent, location and practices of dairy firms -- cooperatives and others -- in adopting bulk milk handling.*

## FALL PREMIUM MILK PRICING PLANS

By Norris T. Pritchard

Circular 4, 1952. 39 pp.

*Describes fall premium plans for pricing milk, evaluates these plans, and gives basic preliminary problems in designing fall premium plans.*

## BUTTER PRICING BY IOWA CREAMERIES

By A. G. Mathis and Donald E. Hirsch

Circular C-136, 1950. 38 pp.

*Gives methods of pricing butter by more than 70 creameries in Iowa and outlines factors involved in determining prices paid by individual creameries.*

## MILK RECEIVING COSTS DURING SHIFT FROM CAN TO BULK

By James B. Roof

General Report 77, 1960. 27 pp.

*Analyzes the receiving costs of 10 milk receiving plants in the Chicago milkshed. Compares these costs before, during, and after conversion to bulk methods, shows the costs of changing from can to bulk, and isolates the factors associated with these changes.*

## INTEGRATED DAIRY OPERATIONS THROUGH FARMER COOPERATIVES

By Anne L. Gessner

General Report 69, 1959. 39 pp.

*Describes the types and extent of integrated dairy operations provided for farmers by their cooperatives.*

## GRADE A MILK MARKETING BY MANUFACTURING CO-OPS

By Donald R. Davidson

General Report 56, 1959. 46 pp.

*Gives results from a study of 81 manufacturing cooperatives in Minnesota, Wisconsin, and Iowa that are handling Grade A milk. Examines their size, location, and other major factors that determine the kind and number of Grade A marketing functions a cooperative can perform.*

## MULTIQUART CONTAINERS -- THEIR SIGNIFICANCE IN DAIRY COOPERATIVES

By William J. Monroe

General Report 54, 1959. 16 pp.

*A study of the practices and problems of 187 dairy cooperatives handling multi quart containers. Examines the characteristics of these associations, the increasing significance of multi quart containers, and the influence of these containers on various phases of milk operations, including distribution problems, costs, sales, practices, volume, and methods of competing.*

## BULK MILK HANDLING IN 1955

By Joseph M. Cowden

General Report 22, 1956. 38 pp.

*Summarizes the extent and nature of the adoption of bulk methods of farm-to-plant transportation of milk.*

## SELLING MILK - IDEAS FOR COOPERATIVE MANAGERMENTS

By Donald E. Hirsch

General Report 20, 1955. 50 pp.

*Outlines problems in selling fluid milk and describes ways in which cooperatives have sought to meet these problems. Also provides helpful hints on developing sales personnel and maintaining good public relations.*

## BUTTERFAT SAMPLING IN BULK HANDLING AND COMPARATIVE MILK SOLIDS LOSSES

By Homer J. Preston

General Report 10, 1955. 32 pp.

*Evaluates butterfat sampling procedures used in the bulk handling of milk. It also compares losses of milk solids with bulk and conventional can system.*

## ESTIMATING THE "MARKET VALUE" OF A MILK DISTRIBUTING BUSINESS

By Donald E. Hirsch

General Report 3, 1954. 36 pp.

*Provides management of small cooperatives with market value information to assist them in selling or buying milk distributing businesses.*

## PRODUCTION AND SALES RECORDS FOR MILK DISTRIBUTING COOPERATIVES

By Donald M. Swartz

Miscellaneous Report 159, 1952. 49 pp.

*Presents a series of product and sales records designed to help milk distributing cooperatives meet their record keeping problems.*

## FLOOR PLANS FOR SMALL COOPERATIVE DAIRY PLANTS

By D. D. Brubaker

Miscellaneous Report 93, 1945. 36 pp.

*Explains and illustrates several floor plans to guide associations planning to expand or remodel their plants.*

## Fruits and Vegetables

### COOPERATIVE MARKETING OF POTATOES IN THE UNITED STATES

By George M. Goldsborough

Bulletin 62, 1951. 74 pp.

*Outlines origin and growth of cooperative potato marketing, its services to agriculture and contribution to marketing, and suggests possible future course of cooperative development in the potato industry.*

### SUNKIST GROWERS, INC. -- A CALIFORNIA ADVENTURE IN AGRICULTURAL COOPERATION

By Irwin W. Rust and Kelsey B. Gardner

Circular 27, 1960.

*Brings up to date information on this well-known farmer cooperative of interest to all students of agricultural cooperation. Discusses Sunkist history, describes important recent changes in organizational structure and operations, and calls attention to additional reasons for the association's success.*

### FRUIT AND VEGETABLE BARGAINING COOPERATIVES

By Wendell M. McMillan

Circular 25, 1958. 72 pp.

*First comprehensive report of fruit and vegetable cooperatives that bargain for members' products with processors. Describes the organization and operation of these associations.*

### FOOD BROKERS APPRAISE COOPERATIVE MARKETING PRACTICES

By Anne L. Gessner and Edward C. Collins

Circular C-142, 1951. 17 pp.

*Summarizes information obtained from food brokers handling about two-thirds of the fruits and vegetables canned by cooperatives.*



## CITRUS PACKING HOUSE COSTS IN CALIFORNIA

By J. K. Samuels and George L. Capel

Circular C-138, 1951. 16 pp.

*Discusses the factors affecting the cost of packing citrus fruit in California.*

## USING YOUR FRUIT AND VEGETABLE CO-OP

Educational Circular 7, 1955. 12 pp.

*For county agents, extension workers, vocational agriculture teachers, students, and others.*

## FRESH FRUIT AND VEGETABLE MARKETING ORGANIZATIONS IN NORTHEASTERN AND CENTRAL STATES

By Martin A. Blum

General Report 84, 1960. 63 pp.

*Shows how 31 selected grower-owned and controlled marketing organizations near large urban areas solved marketing problems of producers.*

## POOLING AND OTHER GROWER PAYMENT METHODS AS USED BY LOCAL FRUIT, VEGETABLE, AND TREE NUT COOPERATIVES

By Clyde B. Markeson

General Report 67, 1959. 44 pp.

*Provides data on types of grower payment methods used by local fruit, vegetable, and tree nut cooperatives; extent of their use; and factors associated with these methods that contribute to an effective and orderly marketing program.*

## COORDINATED MARKETING FOR PROCESSED FRUITS AND VEGETABLES

By Irwin W. Rust

General Report 33, 1957. 40 pp.

*Reports on results of a survey of 53 cooperative fruit, vegetable, and special crop processors, to assist cooperatives and others in a study of problems involved in a joint marketing program, reaction to the possibilities of such a program, and suggesting some plans for implementing it.*

## SOME FACTS ABOUT FRUIT AND VEGETABLE BARGAINING CO-OPS

By Wendell M. McMillan

Information 11, 1959. 14 pp.

*Outlines the objectives, development, and procedures of fruit and vegetable cooperatives that bargain for contract prices and terms involved in the sale of members' crops to processors. Lists factors related to success.*

## ANALYSIS OF RETURNS AND PRACTICES OF FLORIDA FRESH CITRUS SALES ORGANIZATIONS

By Fred E. Hulse

Marketing Research Report 345, 1959. 88 pp.

*Analyzes the nature of the market for Florida fresh citrus fruit with respect to pricing policies and sales procedures. Also appraises the relationship between net returns to shippers and various factors which affect the sale of fruit and shows the combination of sales practices which produces the best net returns for shippers.*

## MARKETING ADJUSTMENTS MADE BY THE TEXAS CITRUS INDUSTRY TO FREEZES OF 1949 AND 1951

Wilbur F. Buck and Harold B. Sorensen

Marketing Research Report 328, 1959. 28 pp.

*Reports on the adjustments made by 51 citrus marketing and processing firms to severe freezes. Shows how some closed their plants completely, how some eliminated citrus operations, and how others diversified their operations to handle other activities such as vegetable processing or cotton ginning and processing in addition to citrus operations.*

## COSTS OF CANNING SWEET CORN IN SELECTED PLANTS

By E. C. Collins and Job K. Savage

Marketing Research Report 184, 1957. 48 pp.

*An analysis of costs of canning sweet corn in seven plants -- two of them cooperatively owned. This study should be helpful to others in improving their own plant operations by comparing operations.*

MARKETING PRACTICES OF COOPERATIVES PROCESSING  
CANNED AND FROZEN FRUITS AND VEGETABLES

By Anne L. Gessner and E. C. Collins

Miscellaneous Report 151, 1949. 88 pp.

*Gives general picture of the distribution channels used and sales policies employed by these cooperatives during the 1948-49 season.*

COORDINATING THE MARKETING OF FLORIDA CITRUS FRUIT

By G. H. Goldsborough

Miscellaneous Report 143, 1950. 69 pp.

*Gives data and opinions assembled from 80 Florida fresh citrus fruit shippers and 34 citrus processors.*

Grain

WHERE AND HOW MUCH CASH GRAIN STORAGE FOR INDIANA FARMERS

By Thomas E. Hall, J. W. Hicks, Walter K. Davis  
and Norman Coats

Bulletin 68, 1952. 46 pp.

*Gives advantages and disadvantages to Indiana farmers of storing cash grain at local terminal elevators and also factors affecting how much storage is needed.*

FACTORS AFFECTING MARGINS AND COSTS IN MARKETING  
KANSAS GRAIN, 1945-46 TO 1948-49

By Edward B. Ballow

Bulletin 66, 1951. 60 pp.

*Discusses influence of volume, managers' ability, business competition, and storage operations on costs. Study includes 48 cooperative elevators in Kansas.*

WHERE AND HOW MUCH CASH GRAIN STORAGE  
FOR NORTH DAKOTA FARMERS

By Thomas E. Hall, P. V. Hemphill,

C. H. Meyer, and W. K. Davis

Bulletin 61, 1951. 52 pp.

*Compares costs to North Dakota farmers of storing cash grain on the farm, at the country elevator, or in the terminal elevator. Also gives background for decisions that storage should be provided for only average or normal requirements.*

WHERE AND HOW MUCH CASH GRAIN STORAGE FOR OKLAHOMA FARMERS

By Thomas E. Hall, Adlowe L. Larson,

Howard S. Whitney, and C. H. Meyer

Bulletin 58, 1950. 48 pp.

*Compares cost to Oklahoma farmers of storing cash grain on the farm, at the country elevator, or in the terminal elevator. Also gives background for decision that storage should be provided for only average or normal requirements.*

ACCOUNTING PROCEDURE FOR COOPERATIVE GRAIN ELEVATORS

By Edward B. Ballow

Bulletin 28, 1938. 222 pp.

*Detailed outline of recommended accounting procedure for the use of cooperative grain elevators; includes specific examples of accounting forms and methods of setting up and operating individual accounts.*

NEW COUNTRY ELEVATORS -- INFLUENCE OF  
SIZE AND VOLUME ON OPERATING COSTS

By Thomas E. Hall

Circular 10, 1955. 29 pp.

*Shows influences of size and volume on operating costs of local elevators in the hard winter Wheat Belt and offers suggestions on building new facilities.*

CHANGING GRAIN STORAGE COSTS, FARM VS. ELEVATOR

By Thomas E. Hall

Circular 6, 1953. 20 pp.

*Compares farmers' costs for storing cash grain on the farm and at the elevator and traces reasons for changes in relationships, with elevator now cheaper than farm storage under average conditions.*

ORGANIZATION STRUCTURE OF FARMERS' ELEVATORS

By Harold Hedges

Circular C-115, reprinted 1952. 50 pp.

*Tells how to reorganize old elevators and organize new ones. Particularly for the use of those who contemplate forming an elevator association and for associations that need reorganization. (Includes organization forms and marketing agreements.)*

USING YOUR CO-OP ELEVATOR

Educational Circular 8, revised 1955. 12 pp.

*For county agents, extension workers, vocational agriculture teachers, students, and others.*

PENDLETON GRAIN GROWERS -- AN INTEGRATED COOPERATIVE

By Beryle Stanton

General Report 79, 1960. 64 pp.

*Reports on the integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.*

## COOPERATIVE COUNTRY ELEVATORS IN MONTANA

By Francis P. Yager

General Report 64, 1959. 28 pp.

*Shows characteristics of Montana elevators, their receipts and sales, methods of transportation used, storage capacity, turnover, services rendered, number of employees, and salaries paid.*

## Livestock and Wool

### DECENTRALIZED MARKETING BY PRODUCERS LIVESTOCK

COOPERATIVE ASSOCIATION, COLUMBUS, OHIO

By R. L. Fox and C. G. Randell

Bulletin 65, 1951. 152 pp.

*Tells how Producers Livestock Cooperative Association, Columbus, Ohio, has worked out an effective decentralized marketing system for its 100,000 members.*

### LIVESTOCK AUCTIONS IN THE NORTHEASTERN STATES

By C. G. Randell

Bulletin 8, 1956. 43 pp.

*Describes livestock auctions in 10 Northeastern States--giving useful material for improving livestock marketing methods and facilities.*

### WAYS TO IMPROVE LIVESTOCK AUCTIONS IN THE NORTHEAST

By C. G. Randell

Circular 16, 1956. 10 pp.

*Suggests improvements in location, design and construction of facilities, equipment and operations of livestock auctions in the Northeastern States.*



## GLADES LIVESTOCK MARKET ASSOCIATION -- A FLORIDA OPERATION

By C. G. Randell

Circular 13, 1956. 63 pp.

*Analyzes this auction's experience, giving an account of its operations, and how it is meeting and solving problems. Is of interest to cattle raisers in the South who are considering establishing a livestock auction.*

## FEEDER CALF SALES IN THE SOUTHEASTERN STATES

By C. G. Randell and Anna E. Wheeler

Circular 9, 1955. 44 pp.

*Discusses history, problems, and possibilities of feeder calf sales in the Southeastern States.*

## PRODUCING AND MERCHANDISING SAUSAGE IN SMALL PLANTS

Circular 5, 1953. 59 pp.

*Gives type of equipment needed, layout of floor plan, formulas for making sausage, and costs.*

## MEASURING THE MARKETABILITY OF MEAT-TYPE HOGS

By R. L. Fox, Anna E. Wheeler, and C. G. Randell

Circular C-152, 1953. 41 pp.

*Reports on possibilities of detecting differences in value of various type hogs and of reflecting these to hog producers. Actual tests showing differences between live appraisals and the carcass value were made on 1,710 hogs.*

## USING YOUR LIVESTOCK CO-OP

Educational Circular 4, revised 1955. 16 pp.

*For county agents, extension workers, vocational agriculture teachers, students, and others.*

## USING YOUR WOOL COOPERATIVE

Educational Circular 2, revised 1954. 9 pp.

*For county agents, extension workers, vocational agriculture teachers, students, and others.*

IMPROVING LIVESTOCK MARKETING EFFICIENCY - A STUDY OF NINE  
COOPERATIVE LIVESTOCK MARKETS IN OHIO, INDIANA AND MICHIGAN

By Ira M. Stevens and R. L. Fox  
General Report 39, 1958. 42 pp.

*Covers results of a study of nine branch livestock markets representing three regional cooperatives in Ohio, Indiana, and Michigan, and suggests ways these and similar livestock markets can improve their efficiency.*

INEDIBLE OFFAL AS A HOG FEED

By Bert D. Miner  
General Report 37, 1957. 18 pp.

*Furnishes information on present methods used by a representative group of slaughter plants that are processing inedible offal.*

MANUFACTURERS' AND TOPMAKERS' VIEWS ON  
SOME WOOL MARKETING PROBLEMS

By Walter L. Hodde  
General Report 34, 1957. 30 pp.

*Discusses answers from 29 topmakers and wool manufacturers on their preferences and problems in buying wool.*

FARMER MEAT PACKING ENTERPRISES IN THE UNITED STATES

By R. L. Fox  
General Report 29, 1957. 21 pp.

*Examines the role of frozen food locker plants in the meat packing business and the future possibilities and need for cooperative meat processing. Also discusses plants that are no longer operating and the reasons for their failure.*

HANDLING CONDITIONS AND PRACTICES  
CAUSING BRUISES IN CATTLE

By Joseph E. Rickenbacker

Marketing Research Report 346, 1959. 52 pp.

*Appraises one of the major problems of the livestock and meat industry. Analyzes bruise test, bruise losses, causes of bruises, and some implications of the survey.*

CAUSES OF LOSSES IN TRUCKING LIVESTOCK

By Joseph E. Rickenbacker

Marketing Research Report 261, 1958. 21 pp.

*Covers in some detail the results of observations of "loss-associated" conditions--overcrowding, light and shifting loads, improper bedding, lack of partitioning, horned animals in loads, and gates with open angle irons and certain handling abuses, which are some of the major reasons of livestock losses in transit.*

LOSSES OF LIVESTOCK IN TRANSIT IN  
MIDWESTERN AND WESTERN STATES

By Joseph E. Rickenbacker

Marketing Research Report 247, 1958. 40 pp.

*Provides an estimate of the losses and analyzes some transportation factors which affect the loss rates in shipping livestock.*

## Poultry and Eggs

### COOPERATIVE MARKETING ON EGGS AND POULTRY IN OHIO

By Harry E. Ratcliffe

Bulletin 59, 1950. 69 pp.

*Discusses operations of Ohio egg and poultry cooperatives, location and territory served, volume handled, and methods of assembling eggs. Gives historical background of egg and poultry cooperatives in Ohio.*

### POULTRY AND EGG COOPERATIVES VARY WIDELY

By John J. Scanlan

Bulletin Reprint 1, 1956. 18 pp.

*A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Gives history, current status, and trends among poultry cooperatives.*

### COOPERATIVE MARKETING OF TURKEYS

By Henry W. Bradford and John J. Scanlan

Circular 23, 1957.

*Traces development of turkey cooperatives, the types now operating, and outlines their procedures and organization.*

### USING YOUR POULTRY AND EGG COOPERATIVE

By John J. Scanlan

Educational Circular 9, 1955 - Slightly revised. 13 pp.

*For county agents, extension workers, vocational agriculture teachers, students, and others.*

COSTS OF HANDLING EGGS AND LABOR OUTPUT OF  
SELECTED COOPERATIVES, PART III - WESTERN

By Harry E. Ratcliffe

General Report 75, 1960.

*Furnishes information on costs and labor requirements of the various egg handling operations, including collecting, receiving, candling, cartoning, packing cartoned eggs, coopering cases, stacking, loading out, delivering, shell treating, shell cleaning, and egg breaking.*

COSTS OF MARKETING EGGS AND LABOR OUTPUT OF SELECTED  
COOPERATIVES, PART II - NORTH CENTRAL

By Harry E. Ratcliffe

General Report 72, 1960. 36 pp.

*Furnishes information on costs and labor requirements of the various egg handling operations, including collecting, receiving, candling, cartoning, packing cartoned eggs, coopering cases, stacking, loading out, delivering, shell treating, shell cleaning, and egg breaking.*

COSTS OF MARKETING EGGS AND LABOR OUTPUT OF  
SELECTED COOPERATIVES, PART I - NORTHEAST

By Harry E. Ratcliffe

General Report 59, 1959. 28 pp.

*Furnishes information on costs and labor requirements of the various egg handling operations, including collecting, receiving, inspecting, sizing, candling, and cartoning eggs, packing cartoned eggs, coopering cases, stacking, loading out, and delivering.*

INTERSTATE TRUCKING OF FRESH AND FROZEN  
POULTRY UNDER AGRICULTURAL EXEMPTION

By James R. Snitzler and Robert J. Byrne

Marketing Research Report 224, 1958. 88 pp.

*Discusses volume of shipments, market analysis, processors' opinions on use of truck transportation, motor carrier freight rates, and motor carrier cargo insurance and equipment.*

PLANS AND OPERATIONS OF FARM AND SMALL  
COMMERCIAL POULTRY DRESSING PLANTS

By George A. Amacker and John J. Scanlan

Miscellaneous Report 147, 1950. 53 pp.

*Summarizes first-hand information on poultry dressing gathered from 48 farms and small commercial plants, and gives suggested layouts and equipment requirements. Gives floor plans of typical farm and commercial plants.*

LAYOUT AND OPERATIONS OF COOPERATIVE  
POULTRY DRESSING PLANTS

By W. M. Hurst

Miscellaneous Report 101, 1946. 46 pp.

*Gives information on plant design and operations of 13 farmer cooperative poultry dressing plants, and includes several suggested floor plans.*

## Special Crops

### Dry Beans

COOPERATIVES MARKET MANY SPECIAL CROPS

By Henry M. Bain

Bulletin Reprint 4, 1956. 23 pp.

*A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Describes the development of co-ops that market special crops, their current situation, and probable direction they may go.*



## WESTERN STATES BEAN COOPERATIVE - JOINT SALES AGENCY

By Henry M. Bain

Circular 7, 1954. 26 pp.

*Describes the history, operating methods, management, capital structure, and membership of Western States Bean Cooperative. Some 6,000 producers through six dry bean marketing associations in Colorado, Idaho, Wyoming, and Montana own this joint sales agency.*

## Rice

### MARKETING RICE COOPERATIVELY

By Henry M. Bain

Circular 19, 1956. 30 pp.

*Discusses services farmer cooperatives perform in drying and storing, marketing, processing, and merchandising rice.*

### TRANSPORTATION OF RICE IN THE SOUTH -- AN ECONOMIC SURVEY

By Ezekiel Limmer and Robert J. Byrne

Marketing Research Report 140, 1956. 51 pp.

*Furnishes information about rice transportation useful to the rice industry, the various carriers, and the general public.*

## Tobacco

### GROWER ATTITUDES TOWARD MARKETING TOBACCO COOPERATIVELY

Circular C-144, 1952. 54 pp.

*This study of grower attitudes gives ways by which a cooperative can keep its members better informed, marketing problems of growers, and ways the co-op can improve its service to members.*

# PURCHASING

## Farm Supplies

### General

#### FARMERS BUY SUPPLIES COOPERATIVELY

By J. Warren Mather

Bulletin Reprint 3, 1956. 29 pp.

*A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Gives story of development of farm supply cooperatives, their current status, and trends.*

#### OPERATIONS OF MAJOR REGIONAL PURCHASING COOPERATIVES 1941-1951

By Martin A. Abrahamsen and Jane L. Searce

Circular C-148, 1952. 25 pp.

*Gives operating trends, types of retail outlets, and value of farm supplies distributed at wholesale and retail and farm products marketed 1941-1951.*

#### USING YOUR FARM SUPPLY CO-OP

By J. Warren Mather and Martin A. Abrahamsen

Educational Circular 6, 1955. 12 pp.

*For members, county agents, extension workers, vocational agriculture teachers, students, and owners.*

#### PURCHASING COOPERATIVES - AN ESSENTIAL TOOL FOR THE MODERN FARMER

By Martin A. Abrahamsen

Information 5, 1957. 12 pp.

*Reviews some of the more important developments that account for the changes in farming and explains why the farmer looks to his cooperative to help get the goods and services he needs to carry on his present-day farm activities.*

LA COOPÉRATIVE FÉDÉRÉE DE QUÉBEC --  
INTEGRATED AND MULTIPURPOSE OPERATIONS

By L. B. Mann

General Report 80, 1960. 24 pp.

*Case study on how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses the impacts of integration on production practices, marketing methods, and contractual arrangements.*

PENDLETON GRAIN GROWERS -- AN INTEGRATED COOPERATIVE

By Beryle Stanton

General Report 79, 1960. 64 pp.

*Reports on the integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.*

HANDBOOK ON MAJOR REGIONAL COOPERATIVES  
HANDLING FARM SUPPLIES, 1957 AND 1958

By J. Warren Mather

General Report 74, 1960. 59 pp.

*Presents information on 21 major regional farm supply cooperatives. Also analyzes combined group to show scope, character, and significance of their business.*

HANDBOOK ON MAJOR REGIONAL COOPERATIVES  
HANDLING FARM SUPPLIES, 1956 AND 1957

By J. Warren Mather

General Report 53, 1959. 58 pp.

*Surveys the organizational structure, types of services, volume, net savings, and financial condition of 21 major regional cooperatives handling farm supplies. An analysis also shows the scope, character, and trends of the combined activities of these cooperatives.*

BUSINESS RESEARCH O REGIONAL FARM SUPPLY CO-OPS

By Martin A. Abrahamsen

General Report 13, 1955. 25 pp.

*Supplies information on business research to help regional farm supply cooperatives evaluate their operations and services to farmers.*

## Credit and Inventory

CONTROLLING OPEN ACCOUNT CREDIT IN FEED COOPERATIVES

By Lacey F. Rickey and Charlie B. Robbins

Circular 24, 1957.

*Reports how 38 farmer cooperatives handling feed take care of their credit operations.*

CREDIT CONTROL IN SELECTED RETAIL FARM SUPPLY COOPERATIVES  
AREA VI-NEW YORK, NEW JERSEY, VIRGINIA, WEST VIRGINIA,  
NORTH CAROLINA, AND GEORGIA

By John M. Bailey

General Report 71, 1960. 21 pp.

*Sixth and last of a series. Deals with credit policies, practices, and trends in 14 local farm supply cooperatives in the Atlantic region.*

INVENTORY MANAGEMENT BY SELECTED RETAIL FARM SUPPLY  
CO-OPS AREA VI - NEW YORK, NEW JERSEY, VIRGINIA, WEST  
VIRGINIA, NORTH CAROLINA, AND GEORGIA

By John M. Bailey

General Report 70, 1960. 17 pp.

*Presents information on inventory management in 14 farm supply cooperatives.*

INVENTORY MANAGEMENT BY SELECTED RETAIL FARM SUPPLY CO-OPS  
AREA IV - KANSAS, NEBRASKA, MISSOURI, IOWA, AND ILLINOIS

By T. R. Eichers

General Report 66, 1959. 19 pp.

*Reports on methods to control credit and inventory by  
23 local farm supply cooperatives.*

CREDIT CONTROL IN SELECTED RETAIL FARM SUPPLY  
COOPERATIVES, AREA IV (KANSAS, NEBRASKA, MISSOURI,  
IOWA, ILLINOIS, AND SOUTHERN WISCONSIN)

By T. R. Eichers

General Report 57, 1959. 30 pp.

*Discusses credit policies and control practices of 30  
farm supply cooperatives in six States. Also analyzes  
credit data furnished by these cooperatives and makes  
suggestions on improving credit operations.*

HOW COOPERATIVES USE CREDIT AGENCIES TO  
MEET PATRON'S NEEDS

By John M. Bailey, Arthur H. Pursell,  
and Russell C. Engberg

General Report 52, 1958. 11 pp.

*Describes the wide variety of credit arrangements co-  
operatives are using, outlines the general scope of  
these operations, and provides alternative methods of  
meeting patrons' credit needs.*

INVENTORY MANAGEMENT BY SELECTED RETAIL FARM SUPPLY  
COOPERATIVES AREA III. WISCONSIN, MINNESOTA,  
NORTH DAKOTA, SOUTH DAKOTA, AND NORTHERN IOWA

By T. R. Eichers

General Report 50, 1958. 24 pp.

*Discusses operations of 22 associations handling a  
diversified line of supplies, and provides information  
on policies and practices necessary for successful  
control of credit by farm supply cooperatives.*

CREDIT CONTROL IN SELECTED RETAIL FARM SUPPLY  
COOPERATIVES - AREA III - WISCONSIN, MINNESOTA,  
NORTH DAKOTA, SOUTH DAKOTA, AND NORTHERN IOWA

By T. R. Eichers

General Report 43, 1958. 29 pp.

*Discusses operations of 22 associations handling a diversified line of supplies, and provides information on policies and practices necessary for successful control of credit by farm supply cooperatives.*

INVENTORY MANAGEMENT BY SELECTED RETAIL FARM SUPPLY CO-OPS  
AREA I - MICHIGAN, INDIANA, OHIO, PENNSYLVANIA

By John M. Bailey

General Report 38, 1958. 17 pp.

*Covers the operations of eight local retail co-ops, including supplies handled, and how they were acquired, maintained and moved, with suggestions for improvement.*

CREDIT CONTROL IN SELECTED RETAIL FARM SUPPLY CO-OPS

By John M. Bailey

General Report 35, 1957. 36 pp.

*Study of credit practices in Pennsylvania, Ohio, Indiana, and Michigan among eight local farm supply cooperatives to determine what was being done. Also contains recommendations for improved practices.*

## Feed

OPERATING COSTS OF SELECTED COOPERATIVE  
FEED MILLS AND DISTRIBUTORS

By Lacey F. Rickey

Bulletin 56, 1950. 87 pp.

*Analyzes operating costs of 26 cooperative feed mills and 21 retail feed distributing organizations. Gives operating statements for individual mills and distributors. Of particular interest to managers and directors of similar types of plants.*



## COSTS OF PELLETING FEEDS AT SELECTED COOPERATIVE FEED MILLS

By Lacey F. Rickey

Bulletin 3, 1951. 27 pp.

*Analyzes cost of pelleting feed at 14 cooperative feed mills located in various parts of the country.*

## COOPERATIVE ALFALFA DEHYDRATORS - COSTS AND OPERATIONS

By Lacey F. Rickey

Circular 12, 1956. 30 pp.

*Is a case study of operating costs at eight cooperative alfalfa dehydrating plants and also reports briefly on the alfalfa dehydrating industry.*

## DELIVERING FEED IN BULK

By Lacey F. Rickey

Circular 3, 1952. 30 pp.

*Discusses methods, equipment, costs, and operating problems in delivering bulk feed.*

## FEED BAGS - KINDS, COSTS, AND PROBLEMS

By Lacey F. Rickey

Circular 2, 1954. 21 pp.

*Shows advantages and disadvantages of three types of feed bags most commonly used -- cotton, burlap, and paper.*

## MOBILE FEED MILLING BY COOPERATIVES IN MICHIGAN AND WISCONSIN

By Arno J. Hargas

General Report 63, 1959. 60 pp.

*Study of a relatively new development in feed processing. Discusses the type of equipment used, volume, type of service, labor requirements, rates charged, operating problems, and other pertinent topics. Based on the operations of 11 cooperatives in their 1957-58 operating year.*

## GETTING YOUR FEED IN BULK

By Lacey F. Rickey

Information 1, 1955. 5 pp.

*Picture leaflet tracing steps in converting from sack to bulk feed delivery -- with some suggestions for both mill and farmers.*

## Fertilizer

### MANUFACTURE OF FERTILIZER BY COOPERATIVES IN THE SOUTH

By Warren K. Trotter

FCS Bulletin 13, 1959. 49 pp.

*Based on the study of 29 cooperatives with fertilizer manufacturing facilities in the South. Discusses the status and potentials of these cooperatives, implications of economic, technological, and transportation factors, and the possibilities for further regional coordination.*

### DISTRIBUTION OF FERTILIZER BY COOPERATIVES IN THE SOUTH

By Warren K. Trotter

Bulletin 11, 1958. 60 pp.

*Supplies basic information on the rapid changes taking place in the South in types of fertilizers used and its distribution by farmer cooperatives.*

### COOPERATIVE MANUFACTURE AND DISTRIBUTION OF FERTILIZER BY SMALL REGIONAL DRY-MIX PLANTS

By John H. Lister

Circular C-126, 1941. 102 pp.

*Analysis of the operations of three farmers' fertilizer manufacturing associations in Alabama and Virginia. Contains organization forms and statistics on membership, cost of operation, and savings to farmers.*

LIQUID NITROGEN DISTRIBUTION BY LOCAL  
COOPERATIVES IN NEBRASKA AND KANSAS

By B. H. Pentecost

General Report 82, 1960. 34 pp.

*Discusses operating practices and policies of 17 local farm supply cooperatives that distribute liquid nitrogen fertilizers; and provides information on type, size, cost, adequacy of facilities and equipment used, and problems encountered with suggestions for improving the distribution service to farmers.*

BULK DISTRIBUTION OF FERTILIZER AND LIME IN THE NORTHEAST

By Warren K. Trotter

General Report 24, 1956. 38 pp.

*Reports on the experiences of affiliates of the Cooperative G.L.F. Exchange, Ithaca, N. Y., in distributing fertilizer and lime by bulk handling methods.*

PROBLEMS OF WESTERN COOPERATIVES IN OBTAINING  
AND DISTRIBUTING FERTILIZER

By Martin A. Abrahamsen and Claude L. Scroggs

General Report 11, 1955. 37 pp.

*Points out to cooperatives in Western States some problems in manufacturing and distributing fertilizer.*

COOPERATIVE FERTILIZER TRANSPORTATION  
IN THE NORTH CENTRAL STATES

By Claude L. Scroggs and Robert J. Byrne

General Report 7, 1954. 23 pp.

*Gives a graphic presentation of certain transportation costs and other data for the use of farmers in developing a more efficient cooperative fertilizer distribution service in the North Central States.*

## Petroleum

### STANDARDS FOR TANK TRUCK SERVICEMEN IN WEST CENTRAL STATES

By J. Warren Mather

Circular C-149, 1953. 23 pp.

*Gives standards set up, differences in delivery operations and costs, and helps in meeting standards.*

### INTEGRATED PETROLEUM OPERATIONS THROUGH

#### FARMER COOPERATIVES, 1950 AND 1957

By Anne L. Gessner and J. Warren Mather

General Report 58, 1959. 18 pp.

*Discusses the principal integrated functions in terms of retail and wholesale distribution, refining and manufacturing, crude oil production and purchasing, and transportation. Also summarizes data on cooperative petroleum operations and the extent of integration of such operations.*

### PAY PLANS FOR CO-OP TANK TRUCK SALESMEN

By J. Warren Mather

General Report 46, 1958. 25 pp.

*Analyzes various pay plans used by petroleum cooperatives throughout the country, and discusses these plans in relation to their effects on volume, costs, employee turnover, and credit control.*

## Farm Services

### Credit Unions

#### USING YOUR RURAL CREDIT UNION

By Arthur H. Pursell

Educational Circular 16, 1959.

*Explains the organization and operations of rural credit unions and their place in the rural community. For county agents, extension workers, vocational agriculture teachers, students, and others.*

#### HOW COOPERATIVES USE CREDIT AGENCIES TO MEET PATRON'S NEEDS

By John M. Bailey, Arthur H. Pursell,  
and Russell C. Engberg

General Report 52, 1958. 11 pp.

*Describes the wide variety of credit arrangements co-operatives are using, outlines the general scope of these operations, and provides alternative methods of meeting patrons' credit needs.*

#### RURAL CREDIT UNIONS IN THE UNITED STATES

By Arthur H. Pursell

General Report 49, 1958. 7 pp.

*Contains information on 33 State credit union leagues, which reported 525 rural credit unions in operation as of January 1, 1957.*

#### RURAL CREDIT UNIONS IN INDIANA

By Arthur H. Pursell

General Report 47, 1958. 26 pp.

*Analyzes the operations of rural credit unions in Indiana; appraises their effectiveness as savings and lending institutions and examines the manner and extent to which they benefit the farmers and farm supply cooperative with which they are associated.*

## RURAL CREDIT UNIONS

Reprint 159, Section A, 1958. 12 pp.

*Series of articles appearing in the News for Farmer Cooperatives on credit unions in the United States.*

## THE RURAL CREDIT UNION -- A PLACE TO SAVE AND BORROW

Rural Resource Leaflet 8, 1959.

*Explains the objectives and operations of rural credit unions throughout the United States, and gives examples of what some of them have accomplished. Issued in connection with the Rural Development Program.*

## Insurance

### RETIREMENT PLANS OF FARMER COOPERATIVES

By French M. Hyre

Circular 21, 1957. 17 pp.

*Discusses various types of retirement plans and their provisions that farmer cooperatives are currently using.*

### DEVELOPING A GROUP INSURANCE PLAN FOR EMPLOYEES OF COOPERATIVES

By French M. Hyre

General Report 17, 1955. 24 pp.

*Based upon a study of 40 selected group insurance plans used by farmer cooperatives. Discusses characteristics, factors affecting costs, kinds available, and ways of determining costs.*



# Rural Health

## COOPERATION FOR RURAL HEALTH

By Helen L. Johnston

Miscellaneous Report 123, 1948. 55 pp.

*Reviews operations of rural health cooperatives during the period 1945-47. Summarizes broad measures to improve health services, outlines in detail three systems of prepayment, and suggests how rural health improvement programs can be worked out in communities where little or nothing has been done.*

## Frozen Food Locker Plants

### GUIDE TO UNIFORM ACCOUNTING FOR LOCKER AND FREEZER PROVISIONERS

By Thornton W. Snead, Sr., and P. C. Wilkins

Agriculture Handbook 163, 1959. 60 pp.

*Explains and illustrates an accounting system designed especially for the locker and freezer industry. This system will help provisioners measure and improve efficiency and enable the industry to develop financial, production, and operating standards never before available.*

### OPERATING COSTS OF SELECTED FROZEN FOOD LOCKER COOPERATIVES

By P. C. Wilkins and L. B. Mann

Bulletin 71, 1953. 59 pp.

*Gives cost of each major processing and storage service for three midwestern frozen food locker cooperatives.*

FROZEN FOOD LOCKERS -- HIGHLIGHTS OF A SURVEY

By P. C. Wilkins, L. B. Mann, and B. D. Miner  
Circular 17, 1956. 17 pp.

*Reports highlights of a national survey of frozen food locker plants.*

FROZEN FOOD LOCKER PLANTS IN THE UNITED STATES

By L. B. Mann  
General Report 68, 1959. 2 pp.

*Twenty-second annual count of frozen food locker plants by States.*

FROZEN FOOD LOCKER PLANTS IN THE UNITED STATES

By L. B. Mann  
General Report 51, 1958. 2 pp.

*Twenty-first annual count of frozen food locker plants by States.*

INEDIBLE OFFAL AS A HOG FEED

By Bert D. Miner  
General Report 37, 1957. 18 pp.

*Furnishes information on present methods used by a representative group of slaughter plants that are processing inedible offal.*

MERCHANDISING FROZEN FOOD BY LOCKER  
AND FREEZER PROVISIONING PLANTS

By Bert D. Miner  
Marketing Research Report 313, 1959. 36 pp.

*Study of 1957 operations of 1,433 locker and food provisioning plants, describing types of business, location of plants, products handled, services offered, and membership fees charged.*

BUSINESS MANAGEMENT OF FROZEN FOOD  
LOCKER AND RELATED PLANTS

By James J. Mullen and Lloyd M. DeBoer  
Marketing Research Report 258, 1958. 93 pp.

*Identifies the major elements of successful frozen food locker plant operation, evaluates present performance in selected companies, and provides a point of departure for management development in the industry.*

1955 SURVEY -- FROZEN FOOD LOCKER PLANTS

By P. C. Wilkins, L. B. Mann, and B. D. Miner  
Utilization Research Report 1, 1957. 39 pp.

*Shows the status of the frozen food locker industry at the beginning of 1955.*

## FILMS ON FARMER COOPERATIVES

Made Available by  
Farmer Cooperative Service

### FARMER COOPERATIVES TODAY (color, sound 20 min.)

*Produced by Farmer Cooperative Service, this film tells what farmer cooperatives are, the jobs their members call on them to do, and how they do them. Outlines types of cooperatives farmers have set up and the kinds of business services they perform. Contains some scenes from FARMERS WORKING TOGETHER. Released 1956.*

### FARMER COOPERATIVES IN EUROPE (black and white, sound, 20 min.)

*Produced in Europe by Foreign Operations Administration in cooperation with International Federation of Agricultural Producers. Distributed in the USA by Farmer Cooperative Service to show how European farmers make use of their cooperatives.*

### THE RURAL CO-OP (black and white, sound, 20 min.)

*Produced during the occupation following World War II by the Civil Affairs Division, Department of the Army, to tell Germans, Austrians, and Japanese about American farmer cooperatives. Distributed in the United States by the Farmer Cooperative Service.*

### FARMERS WORKING TOGETHER (color, sound, 20 min.)

*Describes the operations, organization, and general activities of farmer cooperatives. Outlines the principles of cooperation and shows how farmers use co-ops to process and market their products; to purchase farm supplies; and to provide themselves with business services. Scenes of co-ops shown in every part of the United States. Released in 1952.*

### LIVESTOCK COOPERATIVES IN ACTION (color, sound, 20 min.)

*From before the days of the Chisholm trail cooperative action has been a creed and a tradition in the livestock industry as is shown in this 2-reel colored picture. Specific services available to producers through livestock marketing cooperatives are detailed.*

Farmer Cooperative Service Films are available through the Director of Information of the Farm Credit District serving your state. Requests should go directly to the Farm Credit Bank serving the state's area as shown on the next page.

To obtain films, write to the Information Agent of the Farm Credit Banks serving your State.

Location of banks

Springfield, Mass., serving

Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Rhode Island, and Vermont

Baltimore, Md., serving

Delaware, District of Columbia, Maryland, Pennsylvania, Virginia, West Virginia, and Puerto Rico

Columbia, S. C., serving

Florida, Georgia, North Carolina, and South Carolina

Louisville, Ky., serving

Indiana, Kentucky, Ohio, and Tennessee

New Orleans, La., serving

Alabama, Louisiana, and Mississippi

St. Louis, Mo., serving

Arkansas, Illinois, and Missouri

St. Paul, Minn., serving

Michigan, Minnesota, North Dakota, and Wisconsin

Omaha, Nebr., serving

Iowa, Nebraska, South Dakota, and Wyoming

Wichita, Kans., serving

Colorado, Kansas, New Mexico, and Oklahoma

Berkeley, Calif., serving

Arizona, California, Nevada, Hawaii, and Utah

Spokane, Wash., serving

Alaska, Idaho, Montana, Oregon, and Washington

Farmer Cooperative Service films are distributed in Texas by Visual Aids Dept., Extension Service, Texas A & M College, College Station, Texas







